

Message Text

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PAGE 01 ZAGREB 00433 201231Z

46

ACTION EUR-25

INFO OCT-01 ADP-00 AID-20 CIAE-00 COME-00 EB-11 FRB-02

INR-10 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12 CIEP-02

LAB-06 SIL-01 OMB-01 DOTE-00 EURE-00 RSR-01 /100 W

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FM AMCONSUL ZAGREB

TO SECSTATE WASHDC PRIORITY 2004

INFO AMEMBASSY BELGRADE

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E.O. 11652: N/A

TAGS: BTRA YO

SUBJECT: PULLMAN-STANDARD: TRAVEL PLANS, QUESTIONS ABOUT AGENTS

REF: A) BELGRADE 3224; B) STATE 136816; C) ZAGREB 0240

SUMMARY: ACCORDING BUJE EXPORT'S ZAGREB OFFICE, ARRANGEMENTS IN ORDER FOR BELGRADE MEETINGS BEGINNING JULY 23 BETWEEN PULLMAN-STANDARD AND REPRESENTATIVES ASSOCIATION YUGOSLAV RAILROADS (ZJZ) AND OF YUGOSLAVIA'S RAILROAD-CAR INDUSTRY, REPRESENTING IMO AND OTHER PRODUCERS. BUJE EMPHASIZED DEAL INVOLVES YUGOSLAV RAILROADS AS A WHOLE NOT JUST ZAGREB PORTION (ZTP ZAGREB). BUJE STATES IN DIRECT CONTACT WITH FORMER AMBASSADOR CRNOJBRNJA NOW OF IMO ABOUT PROJECT. BUJE ALSO COMMENTED ON RELATIONSHIPS VARIOUS PARTIES MENTIONED REFTELS (A) AND (B). END SUMMARY

1. PER PARA 6, REF (A), WE HAVE CONTACTED BUJE EXPORT'S OFFICE IN ZAGREB WHICH MAKES FOLLOWING STATEMENTS REGARDING INFORMATION PROVIDED IN REFTELS (A) AND (B):

A. "INTALPRODUCT" MILAN SUBSIDIARY OF BUJE EXPORT RATHER THAN VICE VERSA. (COMMENT: THIS WOULD BE IN ACCORD YUGOSLAV LAW WHICH DOES NOT PERMIT FOREIGN FIRMS ESTABLISH SUBSIDIARIES HERE.)

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PAGE 02 ZAGREB 00433 201231Z

B. DIRECTOR ITALPRODUCT, VANJA SPILJAK, WHO PRESENT DURING JULY 19 MEETING AT BUJE, HAS PARTICIPATED IN NEGOTIATIONS AS AN INDIVIDUAL, BUT AGENCY ROLE IN YUGOSLAVIA WOULD BE UNDERTAKEN BY BUJE EXPORT NOT ITALPRODUCT. SPILJAK STATES HE HAS ARRANGED MEETINGS IN BELGRADE BEGINNING JULY 23 BETWEEN PULLMAN AND REPRESENTATIVES ENTIRE YUGOSLAV RAILROAD CAR INDUSTRY AND ZJZ. ADDED THAT, AMONG OTHERS, HE TALKED SEVERAL TIMES WITH CRNOJBARNJA RE PROJECT.

C. BUJE EXPORT OFFICIAL MISO OCTENJAK REPORTEDLY NOW IN US TO ESCORT PULLMAN DELEGATION TO YUGOSLAVIA.

D. ACCORDING SPILJAK, BUJE EXPORT BROUGHT INTO TRANSACTION BY INTER-PROGRES NEW YORK DIRECTOR BOB BENNETT. SPILJAK CLAIMED THAT INTER-PROGRES ENTIRELY AMERICAN FIRM WITH NO REPEAT NO AFFILIATION WITH PROGRAT BELGRADE WHICH HE STATED IN NO WAY INVOLVED. ACCORDING SPILJAK, MR. BORIC NOT EMPLOYED BY INTER-PROGRES BUT RATHER BY TOWER INTERNATIONAL OF CLEVELAND (CYRUS EATON ORGANIZATION) AND, AS FAR AS SPILJAK AWARE, NOT PART OF TRANSACTION.

E. TRANSACTION NOT WITH ZTP ZAGREB (STATEMENT WE HAVE CORROBORATED INDEPENDENTLY) BUT RATHER ZJZ IN BELGRADE AND RAILROAD-CAR PRODUCERS. INDUSTRIAL COOPERATION CONCEPT STILL SUBJECT TO NEGOTIATION WOULD REPORTEDLY ACCORD YUGOSLAV PRODUCERS 35-40 PERCENT PARTICIPATION ON 7000-CAR ORDER AND PROGRESSIVELY HIGHER SHARE IN SUBSEQUENT PRODUCTION FOR THIRD MARKETS.

2. FIRM BUJE EXPORT (WTDR REF C) HAS BEEN SUBJECT FAVORABLE PRESS COMMENT RECENTLY FOR ITS SUCCESSES IN PRODUCTION OF CALCULATORS SOLD UNDER BRAND NAME "DIGITRON." FIRM ALSO KNOWN TO BE ACTIVE FOREIGN TRADE FIELD, CLAIMS IT HAS HANDLED NUMBER LESSER TRANSACTIONS FOR ZJZ.
WILSON

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